

# Chemist & Druggist

Benn

MAY 24 1975

THE NEWSWEEKLY FOR PHARMACY

## THE STAND THAT DELIVERS!

The new Anusol display stand, designed for simple selection and self-starting sales, will deliver more sales for you.

Anusol will deliver for your customers the relief associated with the leading prescription product for haemorrhoids.

Ask your Warner representative about the new Anusol display stand and for further promotional details.



# anusol\*

Cream, Suppositories and Ointment  
Chemist Only Products

Further information available on request.

William R. Warner & Co. Ltd. Eastleigh, Hants, SO5 3ZQ Tel: Eastleigh 3131.



\*Anusol is a registered trade mark.

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the new  
VAT forms

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types and  
market

Scottish  
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candidates

# Our best selling Ostermilk



## now has a serious rival.

**Low-solute milks are now the growth sector in the baby milk market.**

Ostermilk Complete Formula, our new low-solute milk, is already the fastest growing baby milk-food in the country.

### New formula.

Babies on this new milk-food are more contented, fewer suffer from severe wind and they are much less likely to get nappy rash.

### Now in many hospitals.

The number of hospitals using the ready-prepared version of our new milk—Ostermilk Ready-to-Feed milk-food for babies—goes up every month. So more and more mothers will be asking for Ostermilk Complete Formula when they come out of hospital.

### Big promotion.

The new Ostermilk has already been welcomed by the medical profession. And it is being widely advertised to mothers. So make sure you have it in stock.

### Can be recommended for all babies.

Ostermilk Complete Formula is suitable for all babies from their first feed—right through the first year. So you can recommend it to everyone with complete confidence.

**Ostermilk  
Complete Formula for  
contented babies.**  
from Glaxo-Farley Foods.

# MORE BEECHAM BEST SELLERS...



BEECHAM  
HOME  
MEDICINES

Among Beecham medicines - best sellers all round - few sell better than this group of famous brands. Throughout the months ahead they'll all be backed by heavy advertising and promotional support... see overleaf for full details.

-BEST SELLERS ALL ROUND

# More best-selling aids!

## BEECHAM'S PILLS

Top-selling advertised laxative will again get continuous press support.



## PHENSIC

There will be heavy advertising on TV during May and June. A new display unit is available from your Beecham salesman this summer.

ENO continues its successful press series with lively new messages for your customers.



## SETLERS

Featured in new advertisements and on TV with the emphasis on famous 'Setlers bring express relief'.



BEECHAM  
HOME  
MEDICINES

-BEST SELLERS ALL ROUND

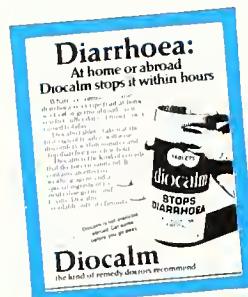
## CLEAR-NIGHT

Whole-page advertisements will be seen this summer by the many readers of the 'Sun' and 'Sunday People'. The campaign, in other leading papers too, will tell sufferers from catarrh, hay fever and sinusitis how they can breathe easily, sleep soundly with Clear-night.



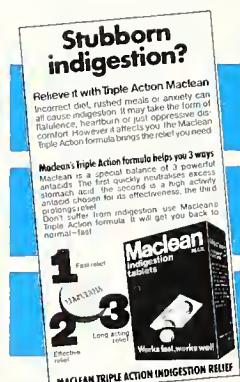
## DIOCALM

Advertisements in the national press and magazines will remind your customers how effective Diocalm is, either at home or abroad. A colourful new showcard is available too.



## FYNNON SALT

Sparkling fresh advertisements will be appearing all through the year in the national press.



## MACLEAN

A new press campaign will be seen weekly in national newspapers. Display aids are also available from your salesman.

# Chemist & Druggist

The newsweekly for pharmacy

24 May 1975 Vol. 203 No. 4965

116th year of publication

**Editor** Arthur Wright, FPS, DBA

**Publisher** James Lear

## Contents

Comment □ Brand shares	691
New pay claim for hospital pharmacists	693
Counterbalance casts doubt on latest NHS award	694
Economic study upholds drug industry's record	695
The Xrayser Column: Footnotes	696
VAT—Some questions answered	704
Health lamps for all	706
Twelve Scottish Executive candidates	708
Boots Co sold 5 per cent more goods in 1974-75	710

Appointments	710	News in Brief	696
Coming Events	710	On TV Next Week	698
Company News	710	People	696
Deaths	696	Prescription Specialities	698
Letters	708	Trade News	698
Market News	710	Westminster Report	695
New Products	699	Classified Advertisements	712

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# Comment

## Brand shares

A vigilant subscriber points out in a letter to C&D (p708) an apparent conflict in the recent product share claims of two toothpaste manufacturers. We have obtained an explanation for the differences from the manufacturers concerned but there are probably many chemists who find themselves equally confused when confronted with a mass of such statistics. They may perhaps learn some lessons from the explanations given in this issue.

The first is to recognise that product shares should always be accompanied by a clear indication of source which, to be fair to the manufacturers, is a right denied them by some of the major market research organisations. Sources of statistics differ in their data collection methods and none represent a perfect method of arriving at an "absolute" share figure or product position.

Also, many break-downs are available to the research company's clients which do not receive publicity—they may detail shares according to type, size, and location of outlet; income group and family status of the consumer, value against volume, etc, etc.

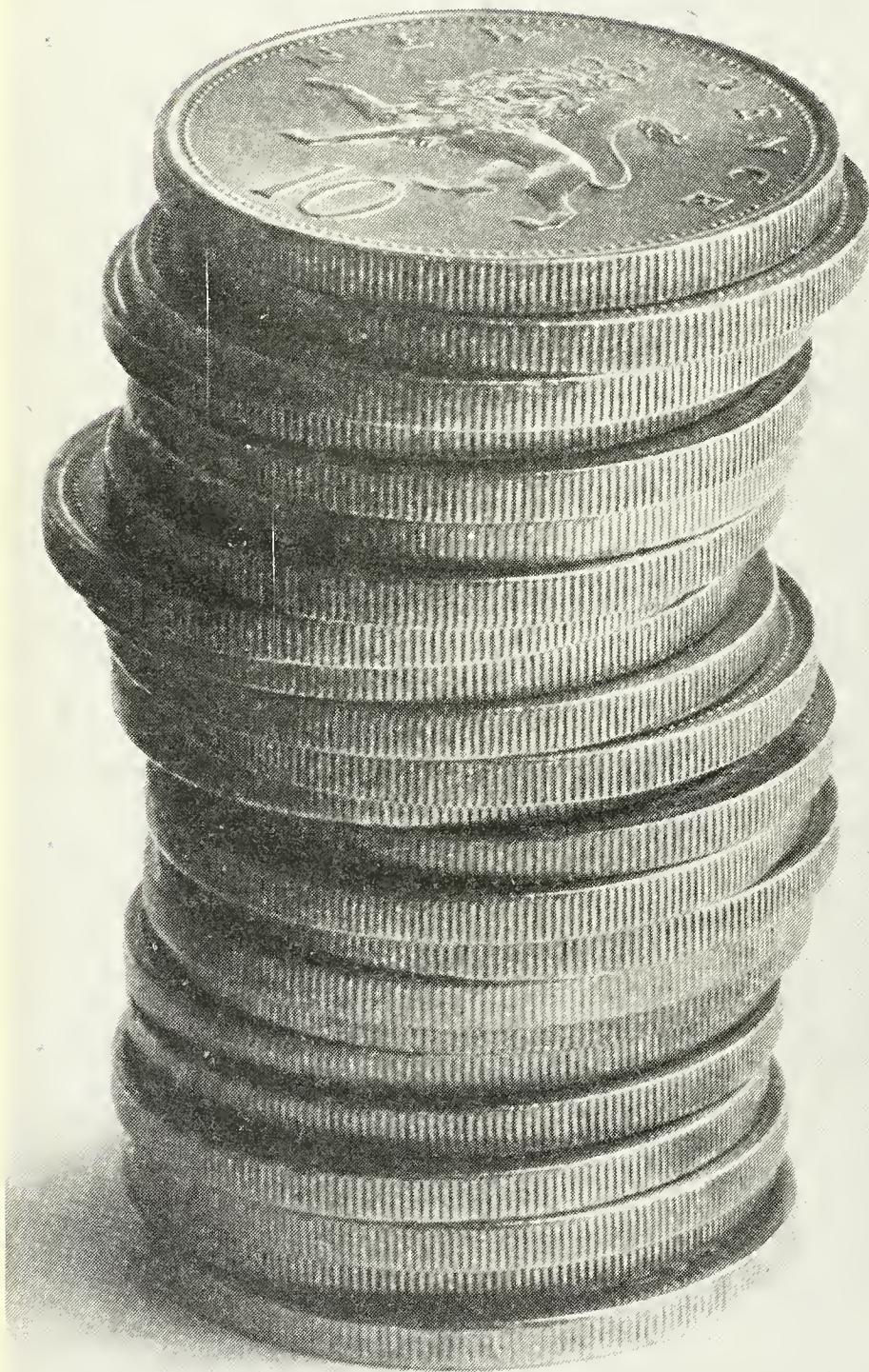
If you are a "small independent chemist" with a High Street position in a predominantly working-class area situated in the North East of England, then your potential, let alone actual product shares, may differ considerably from the published "national average". Shares also fluctuate according to whether there was intense promotional or advertising activity around the time the sample was taken.

Markets themselves, as many C&D surveys have indicated, may be subdivided into several sectors and brands shown with their position in the sector. Toothpastes may be therapeutic, whiteness, fresh breath, for example. Taken to the extreme, a pioneering brand may open up a new sector—and not unnaturally comes out top until others adopt the same successful approach!

The above points are not intended to prove that marketing figures are meaningless for the individual business, but rather that the retailer needs to be well aware of how his business fits into the general pattern so that information can be adapted to his needs. Do the business' customers respond best to TV commercials, reduced prices, premium offers, or simply display? Can they be persuaded to lay out more money on large sizes when extra savings are involved? Do offers create new sales or simply lead to purchase of alternative (perhaps cheaper!) products by existing customers? All are points to be considered when deciding whether the average figures are or ought to be applicable to the business—and whether shelf allocations should correspond to the published shares or those of the business.

Marketing today, is a highly sophisticated operation and the manufacturers' product managers are bound to make the best possible use of available statistics. But retailing is equally sophisticated and success demands a corresponding awareness of what is happening in terms of both individual business and markets as a whole.

# 24 reasons for dispensing Larodopa



The first twenty-three are money:  $23 \times 10p = £2.30$  —the amount you save on every 200 tablets dispensed compared with the most expensive brand. In fact, Larodopa is the most economical *and* most frequently prescribed brand of levodopa tablets.

The twenty-fourth reason is that Larodopa is available as double-scored, 500mg tablets only. So one strength will fill all your levodopa tablet prescriptions and simplify your storage problems.

**Larodopa**  
Levodopa at the lowest price



Further information is available on request. Roche Products Limited, 15 Manchester Square, London W1M 6AP J470027  
Larodopa is the trade mark for Roche pharmaceutical preparations containing levodopa.

# New pay claim for hospital pharmacists

The Guild of Hospital Pharmacists Section of the Association of Scientific, Technical and Managerial Staffs are this week to press a salary claim in line with an offer already made to clinical psychologists.

The Pharmaceutical Whitley Council was due to meet on Wednesday as *C&D* went to Press. However, Mr J. Mercer, divisional officer, ASTMS, told *C&D* the meeting was unlikely to settle the claim as the clinical psychologists were unsatisfied with the reply to their claim and would probably be pressing for more when they met again on June 3. The management side's offer to the psychologists, if applied to hospital pharmacists, would mean a maximum of £3,933 for a basic grade pharmacist, staff pharmacist range £4,437—£5,697, and principal pharmacist £5,844—£7,824. An adjustment in the effective date for future rises would have to be made, as the psychologists' rise would be from April, 1975, and not the January 1 date already agreed regarding the hospital pharmacists' claim.

The Guild have also agreed to press for a payment of £2,000 a year "on account" on all grades above principal and NHS officers as they were not yet in a position to put forward a reasoned case on pay relativities for these grades. Other matters to be discussed at this week's Whitley Council meeting would include claims in line with the rise in cost of living on allowances, a reduction in working hours from 39 to 38 hours a week, and five weeks' minimum holiday entitlement.

#### Annual subscription

Other points discussed during the Guild's Council meeting last week include:

- The annual subscription to be £12 plus £2.50 insurance subscription from January 1, 1976;
- The Journal of Hospital Pharmacy is to cease publication from December, 1975;
- The European Association of Hospital Pharmacists has been invited to hold its general assembly in York, April 4-8, 1976;

The Guild's annual meeting, also held last week, was told by the president, Mr J. G. Roberts, that the Council election had been declared null and void. This was because postal delays prevented some members from receiving voting papers in time to be returned. The meeting agreed that fresh papers would be sent out by May 27 for return by June 21. Other points from the annual meeting included:

- The branch delegates meeting and the annual meeting are to be held on the same day from next year;
- Total Guild membership now stands at 1,870, an increase of 165 over the previous year;
- A postal ballot is to be held on motions relating to representation on Guild Council being on a regional authority basis.

- The Hooper prize for the best paper at the Guild's one day conference, was presented to Miss Susan Carr, preregistration student, Royal Free Hospital, London, for her paper on the stability of some chlorine containing solutions.

## Analgesics, psychotropics in first licence review

The Department of Health have now decided on the procedure to be adopted and the first product categories to be surveyed in the forthcoming review of product licences.

Dr David Owen, Minister of State, Department of Health stated in a written Commons answer last week that all products would be divided into categories according to the indications for which they are promoted. Each category will then be considered in turn by Department staff with advice being sought from the proposed new expert Committee on the Review of Medicines. Three categories are to be under review at any one time, the first three being:

- Non-steroidal anti-inflammatory preparations (ie products promoted for the treatment of rheumatism and similar conditions);
- Analgesics;
- Psychotropics, including preparations with sedative, tranquillising or anti-depressant actions.

The first groups had been chosen, the Minister went on, on the basis of large usage, combined with a high degree of possible hazard. In all, the three categories comprised some 4,000 products, and Dr Owen hoped that consideration of them would be well under way by the end of the year. "I attach the greatest importance to carrying out the review as quickly as possible," he added.

At the same time as the categories containing large numbers of products are being reviewed, an assessment is to be made of other categories which contained fewer products but which presented a particular problem. The ministers' statement adds that the first such small categories will be anabolic steroids, antibiotics for use in the ear or nose, and appetite suppressants and slimming aids.

## C&D printing, delivery

An industrial dispute in the printing industry may cause some items to appear out of their customary position in the issue; delivery may also be delayed. Advertisers and contributors are asked to treat latest copy times as advanced by 24-hours until the dispute is settled.



Mr Moss tries out his surprise present. With him are Mr Wright, Mrs Moss and Mrs Wright

## E. Moss Ltd celebrate their diamond jubilee

Managers and shareholders of E. Moss Ltd celebrated the diamond jubilee of the company at a party last week.

Welcoming the guests, the chairman, Mr H. G. Moss, OBE, FPS, made reference to the progress of the company since his father, Mr Edgar Moss, opened his first pharmacy in Feltham in 1915, and which now comprised 46 branches, situated within a radius of some 30 miles from the headquarters in Feltham and employing some 500 staff.

Mr J. Wright, FPS, FCIS, director of the National Pharmaceutical Union, in proposing a toast to the company said they had been associated with the NPU since 1921. Mr Moss had been a member of the NPU Executive Committee for 19 years, and had also served on the Central NHS (Chemist Contractors) Committee, being chairman of each body during his service.

Unknown to Mr Moss those present had subscribed to a presentation fund and Mr E. C. Buchman, a senior manager with the company, presented an armchair to Mr Moss for his personal use.

## NPU letter to Chancellor on Budget effects

Mention of chemists in the Budget speech was a clear indication that you appreciate our members' problems" says Mr J. Wright, secretary, National Pharmaceutical Union, in a letter to the Chancellor of the Exchequer. However, Mr Wright expresses disappointment about the 25 per cent rate and says the extra work will be out of proportion to the revenue increase. Other points in the letter:

- Increasing the standard rate to 9 per cent would have given the same increase without additional accounting, though with many overnight price changes.
- The Chancellor is asked to resist both temptation to tax toiletries and cosmetics at a luxury rate and pressure from Brussels to introduce a lower rate on food.

# NHS award—not so good as it seems, says Counterbalance

The recent NHS remuneration settlement for chemists should not be taken at face value, it is suggested by the new contractors' association, Counterbalance, this week. It is argued that only one-third of contractors will benefit at or above the "average" level and that the award does nothing to improve the profession's living standard. The Counterbalance case is set out below in full.

## Reward—or reimbursement?

Action letter 5 quotes a total improvement in remuneration in 12 months of 37·35 per cent. "Remuneration" itself means "reward or payment for services rendered" and would be more accurately associated with salary. What they mean in fact is reimbursement of costs together with an increase in notional salary that is within the social contract.

The letter quotes "an increase of over £2,100 to the average contractor in a year", ie those dispensing  $\frac{£2,100}{7\cdot5p} = 28,000$  prescriptions annually.

According to the latest figures available (for 1972) the numbers of prescriptions dispensed by the 11,552 establishments can be analysed as follows\*:

Pharmacies	Prescriptions annually
1,772 (15·3%)	under 12,000
2,341 (20·3%)	12,000-18,000
2,241 (19·4%)	18,000-24,000
1,789 (15·5%)	24,000-30,000

\*Health and Personal Social Services Statistics 1974, HMSO.

That is, over 8,000 or two-thirds of the total number of pharmacies dispensed below the average figure of 28,000 used by the Central Committee in its calculations. Although some pharmacies will have moved into a higher bracket of annual prescriptions dispensed due to closures and overall increase in the total number of prescriptions available, it will have little significance on the table itself since 1972 and so only some 30 per cent or 3,500 pharmacies will get "over £2,100" as quoted in Action.

Using the above table as a guide, when applying the increase of 7·5p per prescription it would appear that some 1,700 or 15 per cent of contractors will receive a maximum of £900. Another 2,000 or so or nearly 20 per cent will receive a maximum of £1,350 and yet another 2,000 ie those between 18,000 and 24,000 will receive a maximum of £1,800.

Further, on behalf of our members we have been able to ascertain from the Central Committee that the recent award contains an increase in notional salary as follows (extract from a letter from Mr M. D. Brining, consultant accountant to the Committee):

"The significant feature of the negotiations was that the Committee was successful in persuading the Department to agree to increases in remuneration before any settlement has been reached in the level of the proprietor's notional salary for 1975. The increases were considered to be justified on the basis of rising costs 'across the board' and the Committee argued that as the proprietor's notional salary represents a relatively small part of total costs, then remuneration could and should be increased at the earliest opportunity and not be dependent on any agreement on notional salary.

The Committee argued, however, that as part of the increase in global costs, a reasonable interim assumption could be made as to the level of the notional salary in 1975, and for this purpose it was raised by 20 per cent over the 1974 weighted average notional salary of £3,860 for incorporation in the 1975 cost estimates. The 1974 figure was based on a notional salary of £3,778 with effect from January 1, 1974, and subsequently raised by the operation of the threshold agreement to £4,007 in December 1974."

That is, an increase of £229.

Over the 12 months 20 per cent of the weighted average notional salary of £3,860 would give an increase of £772, if the pharmacy is dispensing the average number of prescriptions, because, as the NPU was very quick to point out in reply to the Which? report (C&D March 15, p342): "The statement must also be challenged in theory an average pharmacist earns about £4,000 per year from NHS work". This no doubt related to the notional salary but because that is allocated according to the time spent on NHS dispensing and because NHS dispensing represents approximately 50 per cent of turnover the 'earnings' in practice will be nearer £2,000 a year."

## Dual success required

In effect then the recent increase as promoted by the Central Committee will only be attained by those pharmacies (about one-third of the total contractors) provided they dispense in excess of 28,000 prescriptions annually (2,333 a month) and they can achieve an equal success in their retailing activities.

Thus as far as NHS salary is concerned, the majority of contractors will get far less than they might believe, and those well below average will get very little. For these contractors the recent award falls very far short of the increases in "remuneration"—payment for services rendered—than in other professions.

As far as the remainder of the 37·35 per cent increase in what the Central Committee term "remuneration" but we call reimbursement of costs is concerned, the

overheads of rate, rents, fuel etc. are shared between the NHS and counter turnover in the remuneration calculations, and unless the contractor can achieve an equal success in his retailing activities he may still find himself short of cash to meet his bills.

For example: In January (C&D January 11, p25) Woolworth gave their adult sales staff rises of between £8 and £10 per week. Workers covered by the Multiple Grocery Trade Agreement received rises which brought the pay of the lowest grade woman shop assistant to £25·80 for a 40 hour week (C&D December 21/28, p833). At the present moment the USDAW is pressing for a £35, 35 hour week (C&D May 3, p585).

## Conclusion

When one compares these wages with the JIC scales (C&D December 21/28) for dispensing staff and shop assistants one begins to realise that the pay award not only fails miserably to compensate for the rise in staff salaries and overheads but once the rent thaw takes effect on June 1 on those rents that have been frozen by the counter inflationary legislation of November 1972, it is evident that the recent award falls far short of bringing about an improvement in the living standard of the profession.

Thus although it is recognised that the Central Committee has obtained "an allowance for future cost rises" they have always been very much in arrears until now and although this present award will go some way to help catch up with the rate of inflation there has been no real progress in putting the majority of the profession on a sound financial footing.

If viewed in the warm glow radiating from the Central Committee's promotion of the award, the picture appears bright indeed, but when looked at in the cold light of the above facts it is certainly not the masterpiece we have been led to believe.

## Accountable

Only the existence of an independent organisation looking at their apparent achievements will get the Central Committee to remember that they are accountable to the profession as a whole. For the many thousands of contractors the recent increase leaves much to be desired and falls very far short of catching up with their overhead commitments that have spiralled upwards over the last two years.

Counterbalance hopes that the Central Committee will now go back to the Department when negotiating notional salary and "on cost" secure in the knowledge that they have behind them an Association of Chemist Contractors which will not allow the Department to cloud their negotiations with "averages and blanket percentages".

We hope that contractors now begin to appreciate the merits of our Association and will recognise the points we have made when looked at within the sphere of their own business, and by joining Counterbalance they can help to arm the Central Committee in the protection of the individual contractors professional financial future.

# Industry's record upheld

A review of the competition, risk and profit in the pharmaceutical industry, published this week emphasises that the risk of a loss or low return has substantially increased since 1963-65. By 1972 over 28 per cent of pharmaceutical firms made either a loss or a return of less than 10 per cent. This was a five-fold increase over the corresponding proportion in 1963-65. "It appears that the accusation of the industry reaping easy and 'excessive' profits out of sales to NHS is rapidly losing whatever plausibility it may have had in earlier years. If the trends continue the time may not be far distant when the industry will be accused, instead, of inefficiency because of inadequate profits."

This conclusion is supported in an appendix to the report by Dr Anthony Henfrey, a financial analyst in the City. He states that "the use of the 'unprofitability' of the rest of British industry as a guide to the often supposedly 'excessive' earnings of the industry is revealed as a wholly inappropriate yardstick."

Turning to the subject of risk in the industry, the report points to the self-contradictory nature of the Sainsbury Committee's statements on the subject (*C&D*, October 7, 1967, p333). Sainsbury stated categorically that the prospect of "abnormal" profits were a necessary inducement to develop "eagerly desired" medicines, nevertheless deciding some "abnormal" profits were "excessive".

Commissioned from Runnymede Research Ltd, the report describes the "common misunderstanding" which has led critics of the industry to allege an absence of price competition. It comments: "Pharmaceuticals, like all other innovative goods, compete on 'price plus product quality' competition. The crucial error of those who hanker after price competition in the form prescribed in the textbooks, and as 'commonly understood' is that they fail to understand that the new form of competition provides, in more efficient forms, precisely the kind of check on inefficiency they desire".

\**Competition, Risk and Profit in the Pharmaceutical Industry; an economic review and based on studies by George and Priscilla Polanyi. Published by the Association of the British Pharmaceutical Industry.*

## Ludiomil strength

The Central NHS (Chemist Contractors) Committee has advised that the 25mg strength of Ludiomil should be supplied on FPIOs where the prescriber has not indicated the dose and he cannot be contacted to confirm the strength required.

BBC radio's Junior Choice host Ed "Stewpot" Stewart and his wife Chiara visited the Sanitas Trust, Stockwell Green, on Monday where they saw a copy of Sir Joshua Reynolds' painting "The Infant Hercules"—the origin of the trade mark adopted in 1873 for Woodwards Gripewater.

Following a factory tour, Mr Stewart and his wife, who is expecting their first child in June, were given a supply of all junior care products produced by Sanitas and associated companies in the LRC International group. Mr W. G. Jolley (left) managing director, Sanitas, and deputy chairman, LRC International group, and Mr R. C. A. Hall (right), UK sales director, Sanitas, discuss the range of products with Mr & Mrs Stewart, watched over by "The Infant Hercules"



## Display techniques shown at Intershop

Several items of specific interest to the retail pharmacist were on show at Intershop held at Olympia, London, this week. They included identification, labelling and poster kits, a new concept in terrazzo marble flooring and a finance office to deal with leasing inquiries.

Having moved from a buyers to a sellers market on one year, retail display techniques are now very important and this point was taken up by past exhibitors.

Centre point of the largest stand at the show was a full-size rescue launch heading for the "Haven of the refitted". The stand was that of Showrax Ltd who, as mentioned last month (*C&D*, April 12, p489), had extended their campaign "survival kit" until the end of Intershop. The

stand also featured prominently the Equiplus range of modular display units.

Olney Bros, fresh from their success at the Dusseldorf exhibition earlier this year, showed a section of their Interplan 80 system.

## NI contributions deferral

Self-employed people who also work for employers have been given until June 6 to apply for deferral of National Insurance contributions on their self-employed earnings, Mr Brian O'Malley, Minister for Social Security, announced last week.

Originally applications were to have been made before April 6. The opportunity for deferral—set out in leaflet NP 18—is to enable contributors to avoid paying substantially more than their total liability for one year and then having to claim a refund.

## Westminster Report

### Servier's charges examined

Dr David Owen, Minister of State, Department of Health, stated in the Commons this week he was urgently examining the charges Servier Laboratories Ltd or its affiliates made for the supply of medicines to the NHS. Dr Owen's statement was in reply to a question from Mr Bryan Davies, MP who had asked how much the NHS had paid to Servier's French parent company for Fenfluramine "at Fr3·30 per gram" since its first NHS use.

### NHS contraceptive service

Manufacturers of contraceptive drugs have agreed not to undertake any additional promotion of such drugs in connection with the new NHS family planning arrangements.

That was stated in a written Commons answer last week by Dr David Owen, in reply to a question from Mr Edward Graham about the arrangements, and the steps taken "to avoid unnecessary expenditure on supplies". Dr Owen said that

agreement had been reached with representatives of doctors and pharmacists and regulations were to be made shortly to provide for a July 1 start to the service. General practitioners will be able to prescribe contraceptive drugs and female appliances, but not the male sheath, and the prescriptions will be exempt from charges.

On Mr Graham's point about expenditure, Dr Owen stated that the prices for contraceptive drugs are subject to the Voluntary Price Regulation Scheme and the Government were grateful to the manufacturers for their agreement not to undertake extra promotion in connection with the new arrangements. Doctors were being asked to take account of cost in their choice of drugs and a chart showing comparative costs was being sent to them.

## Rural dispensing

The points raised in recent discussions with representatives of the medical and pharmaceutical professions on rural dispensing are currently being considered "with a view to helping the professions to find an agreed solution that will be in the best interests of the patient." Dr David Owen said in a written answer.

# People

# Topical reflections

BY XRAYSER

## Footnotes

At its May meeting, the Council of the Pharmaceutical Society decided that footnotes in the British National Formulary, instructing what should be supplied if the prescriber omitted quantity or strength, are no longer professionally acceptable. They never were. I have always thought the instruction wrong in principle and dangerous, and have written to that effect in this column more than once.

I felt particularly uneasy concerning warfarin tablets and the former BNF instruction to dispense ten 3mg tablets unless otherwise directed. The crucial importance of accurate dosage with the anticoagulants was thus disregarded. There were others—for example, propranolol, where it is surely of some consequence even in the short term. To hand out twenty tablets of 10mg is slipshod. The same must hold for phenformin and digoxin, the more since bioavailability came on the scene.

It has appeared to me that such matters are of much greater importance in professional responsibility than the recent requirement to have figures and words on Controlled Drugs prescriptions when, as so often happens, the writing is unmistakeable and both patient and doctor known to the pharmacist. But that is law—the other is not. In the same way as there is no substitute for personal care in the keeping of medicines in the home, so can there be no alternative to the careful and accurate writing of a prescription by the physician.

Since the "principle"—if it can be termed such—was first introduced into the BNF I have resolutely refused to comply with what I have always considered to be totally unacceptable. The doctor has always been consulted. Instead of the Council suggesting to the Department that "they would prefer", they should have said that under no circumstances would they accept a repetition of the practice recommended.

## Crabbed age

Age is, I suppose, a matter of perspective. The thought occurred not for the first time, on reading the article concerning the youngest member of Council of the Pharmaceutical Society, Mr David Dalglish. It seems that, as a student, Mr Dalglish observed that sixty-year-old men were deciding how pharmaceutical education was to be run. It is difficult to be dogmatic in the matter. Age alone cannot be the deciding factor. I well remember, when almost the same age as Mr Dalglish, feeling a sense of shock when an old fellow, who must have been all of forty, classed himself as one of the younger pharmacists to whom pharmacy must look for its future. Today I should probably regard him as "up and coming". It is all relative.

Prescribing the required course demands the concerted wisdom and experience of a wide cross-section of all branches of the profession, a statement I feel sure Mr Dalglish would not quarrel with. But the formulation of a policy to meet the ever-changing conditions is no easy task. For some years after I had succeeded in convincing the board of examiners that I had "sufficient skill and knowledge"—not a surplus, but enough—there was very little change. But the whole picture changed with dramatic suddenness and all at once there was need for drastic reform.

## Another era

All ages contributed and one cannot think of that transformation without, at the same time, thinking of C. W. Maplethorpe who piloted the course at the age of... but that is neither here nor there. But I belong to another era—the age of gelsemium, aconite, nux vomica and valerian. Yet these are technicalities beside the most important learning of all—that which lies outside the narrowness of specialisation.

**Mr W. Walton, B Pharm, FPS,** has joined a Bournemouth firm of stockbrokers, where he will conduct investment research and manage portfolios for clients.

**Mr Ronald Gould, MPS,** has been elected to the Liverpool City Council as a councillor for Fazakerley ward in Liverpool, having taken the seat from the Labour Party. "It was without doubt our major success in the campaign", is how the secretary of the local Conservative association described Mr Gould's election.

**Mr J. E. Richardson, MPS,** manager of Vestric's Croydon branch for 15 years, and **Mr. W. Cooper, MPS,** who managed the T & H Smith, Glasgow, branch of the company since 1950, retired recently. They were honoured at a celebration dinner in London attended by Glaxo group chairman Mr A. E. Bide and Vestric chairman, Mr J. G. N. Drewitt. Both were also honoured at events organised by the staff of the branches they managed.

## Deaths

**O'Connor:** On May 6, Mr Christopher O'Connor, FPSI, MA, MSc, MIBiol. Mr O'Connor, who qualified in 1942, joined the College of Pharmacy, Dublin, in 1947 as lecturer in botany and materia medica, becoming head of the pharmacognosy department in 1961 at the institution of the pharmacy degree course.

Mr O'Connor was considered a leading expert on the farming of medicinal plants and co-operated with the Irish Agricultural Institute on the use of reclaimed peat in the growing of such plants. He inaugurated a scheme whereby schoolchildren picked rose hips from hedgerows for the production of rose hip syrup for charitable purposes. He was principal technical advisor to the Irish police's drug squad, analysing material and giving evidence as an expert witness during court proceedings, while also counselling and lecturing on drug misuse problems. A member of the medicinal plants section of the International Pharmaceutical Federation, he was actively involved in the organising of this year's FIP Congress in Dublin.

## News in Brief

□ The index of retail prices for all items for April was 129·1 (January 1974=100), representing an increase of 3·9 per cent on March and of 21·7 per cent over the year.

□ From June 1, Boots Co Ltd will no longer be offering doctors, dentists and hospital pharmacists 10 per cent discount on goods which are not needed for their work. The company blame the difficult economic situation.

□ National Co-operative Chemists Ltd have had a successful year, according to last week's *Co-operative News*. Annual turnover for the year ended January 25 was £4,573,514 with a trading profit of £113,738. The society operated 80 pharmacies and the subsidiary company 11 health and beauty outlets.

# If all the sanitary towels you're selling aren't as successful as Mimosept Comfort, maybe you shouldn't be selling them.

Since it was first introduced 4 months ago, Mimosept Comfort has become the fastest-growing sanitary towel on the market.

Which just goes to prove that women really appreciate a towel that's as soft and secure as Mimosept Comfort.

With an advertising and promotional expenditure of £500,000 in 1975, Mimosept Comfort is the most heavily advertised brand in the country. And, as a part of our continuous advertising support, we'll be having another massive drive in the Autumn.

If the towels you're selling aren't as successful as Mimosept Comfort, they're probably not as good.

So by selling Mimosept Comfort instead you'll be giving your customers what they want and doing yourself a favour.

Be sure to get your share of the profit. Order now.



## MIMOSEPT COMFORT by Libresse.

"Mimosept Comfort" and "Libresse" are registered trade marks of Mölnlycke Limited.

# Trade News

## Kangapants for incontinent patients

Kangapants for urinary incontinence sufferers are now available to pharmacies from Derrydown Disposables Ltd, Navigation Road, Diglis, Worcester WR5 3DE. The garment has a "marsupial pouch" opening at the front into which the incontinence pad can be inserted. A side opening model with Velcro side fastenings is intended for handicapped wearers and can be put on without removing leg calipers.

Kangapants are made of a washable polyester stretch fibre which fits the body closely and the pouch is plastic-coated on the inside to make it waterproof. Six sizes of both types are available (from £1.47 trade). Derrydown estimate that 95 per cent of geriatric hospitals in the UK use the system, which was introduced about four years ago, and that up to 500,000 people suffer from urinary incontinence without seeking medical advice.

## Norton trade shows

M & R Norton Ltd, Adriant Works, 155 Merton Road, London SW18 5EG are holding the following trade shows: Gloucester Hotel, Aberdeen, May 26-29; North British Hotel, Glasgow, June 2-5; North British Hotel, Edinburgh, June 9-12; Hendon Hall Hotel, London NW4, June 16-19; Majestic Hotel, Harrogate, June 23-26; Royal Turks Hotel, Newcastle upon Tyne, June 30-July 3; Midland Hotel, Birmingham, July 7-10; Metropole Hotel, Brighton, July 7-10; Piccadilly Hotel, Manchester, July 14-17.

## Fabergé competition winners

The winners of the Fabergé West window display competition open only to chemists, are as follows: For the northern area, first-prize (£500) was won by R. & J. A. Brown, of Latchford, Warrington, Lancs; second prize (£250) by Mr J. R. Gill, of Ardrossan, Ayrshire, and third prize (£100) by R. Gordon Drummond Ltd, of Clarkston, Glasgow.

The midlands area winners were, first Mr G. M. Guernier, Cosham, Portsmouth; second, F. Wainwright & Son, Eastleigh, Hants, and third, R. Weston Chemist Ltd, Kingstanding, Birmingham.

The southern area winners were, first Savory & Moore, Billingshurst, Sussex; second, Dale (Kingsbury) Ltd, London NW9; third Hays Drug Co, Dagenham.

The first-prize winners in each area will be presented with their cheques at the Fabergé Inc, trade show at the Royal Lancaster Hotel, London, on June 5 and will be invited to stay overnight as guests of Fabergé.

## Price correction

Miracle Dot silicone eyeglass lens polisher is priced at £0.39 and not as stated (last week, p673).



## Education approach

Elida Gibbs accepted the challenge of the dental profession to educate the public about oral hygiene when they relaunched SR toothpaste recently (C&D April 19, p518). In particular their current television campaign shows the role of plaque as the cause of gum disease and the consequent loss of teeth. The "apple crunching" theme of the advertising can be followed up at point of sale with dump bins and the counter unit illustrated—which offers a leaflet explaining the plaque problem in simple terms. Units and leaflets are available from Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1.

## First 'salesgirl seminar'

Unichem are holding a half-day training seminar for chemists sales assistants on May 28. It will take place at Gatwick Piccadilly Hotel and Unichem members from the surrounding area have been invited. Subjects to be covered include feminine hygiene, selling fragrance, display and merchandising.

*Continued on p700*

## on TV next week

Ln—London; M—Midland; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Glamorgan; E—Ireland; CI—Channel Islands.

**Ambre Solaire:** All areas

**Body Mist:** All areas

**Bristows hairspray:** All areas

**Close-Up:** All areas

**Cow & Gate fruit syrups:** So

**Divi-Dent:** So

**Elastoplast:** All areas

**Foster Grant sunglasses:** Ln, M, Lc, Sc, So

**Johnson's baby powder:** All areas

**Lady Braun hairstyler set:** All areas

**Lady Grecian 2000:** All areas

**Mitchum Thayer:** Ln, Y, Sc, NE, U, G, CI

**Oil of Ulay:** All except Y, NE

**Polaroid Sunglasses & Colour Swingers:** All areas

**Tegrin:** All except G, E, CI

**Undercover Throwaway pantees:** Ln

**Vapona:** All areas

# Prescription specialities

## BETALOC tablets

**Manufacturer** Astra Chemicals Ltd, King Georges Avenue, Watford, Herts WD1 7QR

**Description** Film-coated white circular tablet containing metoprolol tartrate. 50mg scored and marked A/BB, 100mg scored and marked A/ME

**Indications** Hypertension, angina pectoris  
**Contraindications** AV block. Digitalis refractory heart failure

**Dosage** Adjusted to individual requirements. *Hypertension:* initially 100mg morning and evening, subsequently 100-200mg twice daily depending on response. If insufficient control is attained using 200-400mg daily, combination with a diuretic or other hypotensive agent can be undertaken. *Angina:* usually 50-100mg twice or three times daily

**Precautions** In labile and insulin dependent diabetes it may be necessary to adjust hypoglycaemic therapy. Metoprolol therapy must be reported to the anaesthetist prior to general anaesthetic. Digitalisation should be considered for patients with a previous history of heart failure or known to have poor cardiac reserve. Has proved safe in a number of asthmatics; although a selective beta-blocker care recommended in patients with chronic obstructive pulmonary disease. Pregnancy

**Side effects** Lassitude, gastro-intestinal disturbances and disturbance of sleep pattern. In many cases these effects have been transient or have disappeared after a reduction in dosage

**Storage** Protect from light, heat and moisture. Shelf life at least 5 years

**Packs** 100 tablets in amber glass bottles—50mg (£3.50 trade) and 100mg (£6.50)

**Supply restrictions** Recommended on prescription only

**Issued** May 1975

## Trasylol new strengths

Two new strengths of Trasylol have been introduced by Bayer UK Ltd, pharmaceutical division, Haywards Heath, West Sussex RH16 1TP. They are: 5ml ampoules containing 100,000 KIU (5, £13.18; 25, £59.06 trade), 10ml ampoules containing 200,000 KIU (5, £25.04; 25, £112.20). The existing packs of 10ml x 100,000 KIU ampoules will be sold until stocks are exhausted, a period anticipated to be about one month.

## Bigeston recall

Organon Laboratories Ltd, Crown House, London Road, Morden, Surrey SM4 5DZ, are withdrawing Biggeston tablets and suspension from the UK and Republic of Ireland markets before the end of this month, following an objection to the trade mark. The company are asking chemists to return all stocks via their local wholesalers.

# New products and packs

## Cosmetics and toiletries

### A golden liquid foam bath

Midas foam bath is the latest bath additive to be introduced by Beecham Proprietaries. Test launched in the Tyne-Tees area during the past six months, the national launch is to be backed by a £250,000 national television campaign and there are introductory trade "deals", follow-up promotions and point-of-sale material offered.

Midas foam bath is a rich, golden liquid enriched with sunflower oil and blended with "tangy extracts of citrus". It is packed in a pvc bottle, dimpled for easy gripping, and packed in a carton—both of which are lime-green in colour with the brand name in blue and with an orange "sun" motif. There are two sizes: 200cc (£0.49), said to be enough for 10 baths, and 500cc (£0.97), enough for 25 baths (Beecham Proprietaries, Beecham House, Brentford, Middlesex).

### Floral, woody fragrance

A new fragrance range has been introduced by J. & E. Atkinson Ltd. Described as a floral compound with green, woody base notes, the Exploit fragrance range includes a 45cc parfum de toilette (£3.12); 83cc parfum de toilette (£4.88); a 90g parfum de toilette atomiser (£4.99); eau de Cologne in 45cc (£1.94) and 83cc sizes (£3.35); a 120-g bath foam (£1.49); a 125cc body lotion (£2.54); an 80g deodorant spray (£1.49), and a three-tablet box of soaps (£2.22). The range is packed in rich, red boxes with gold printing (J. & E. Atkinson Ltd, 26 Conduit Street, London W1R 9TA).

### New skin care range

Packed in olive green and gold, a new range of skin care products, Braque, has been introduced by Braque Cosmetics Ltd. The range consists of a 30ml, Super Special liquid eye makeup remover (£1.08); an 105g, Ultradeep cleansing cream (£2.14); Braque protective day cream (£3.22); Rejuvenating skin food (£5.38), and moisturising skin refresher (£2.14) (Braque Cosmetics Ltd, PO Box 41, Sutton Coldfield, West Midlands B73 5UX).

### New from Coty

Air Spun Powdermatic eye glow (£0.75) is a new eyeshadow from Coty. Packed in a transparent cylinder with a sponge wand applicator in the lid, there are six "sparkly" eyeshadows.

Coty have produced Imprevu, L'Aimant and Masumi fragrances in solid compacts (£1.25). The fragrances come in round, tortoiseshell compacts—pink for L'Aimant, yellow for Masumi and blue for Imprevu. And also added to the L'Aimant range is a roll-on antiperspirant (£0.75) that is for sale in July.

A rich cream, ideal for dry skins say



Coty, is their latest addition to the Equatone range—Equatone ultra rich creme (£1.75). The cream also contains a sunscreen (Coty Ltd, Great West Road, Brentford, Middlesex).

### For super skin?

Revlon have launched a new skin-care range—Superskin—which replaces the entire current Natural Wonder treatment range. The range comprises three products with variants for oily and dry skins.

Superskin double action cleanser (£0.80) cleanses and "normalises" the skin by blotting up excess oils and has an ingredient—allantoin—that is said to help to heal blemishes. In two formulas—one for oily skins that contains witch hazel, lemon juice, wheat germ, flour and camomile, and one for normal or dry skin that does not contain alcohol.

Superskin day/night moisturiser (£0.85) is said to be both suitable as a pre-makeup base and as a light, night-time treatment. Superskin peel-off mask (£0.95) is a gel formula that comes in the two variants (Revlon International Corporation, 86 Brook Street, London W1).

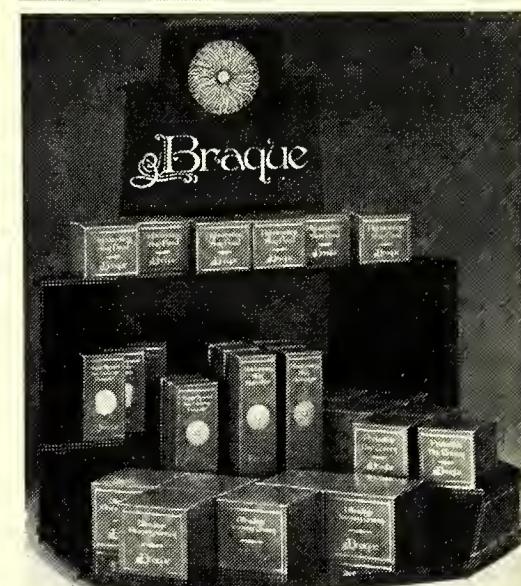
### Herbal and seaweed ranges

M. & R. Norton Ltd have introduced two new ranges of bath products containing herbal and seaweed extracts. Both ranges include foam bath salts (£0.89) and toilet soap (£0.45).

The foam bath salts are packed in unbreakable plastic bottles with a blue bottle-top for the seaweed salts and yellow for the herbal salts. The soaps have a plastic built-in soap saver moulded into the tablet (M. & R. Norton Ltd, Adriant Works, 155 Merton Road, London SW18 5EG).

### Replica fragrance added

To add to their existing range of eau de toilette, Replica are now introducing a new fragrance called Dewth. Each spray (£0.97) is individually boxed in simple, but distinctive, black and white packaging. Display showcards and a dispenser unit,



with attractive backing board, to hold 25 sprays and a full set of testers are also available (Replica, 90 Belsize Lane, London NW3 5BE).

### A nail protector

Gro-coat (£0.75) is the latest nail-care product from Woltz Italiana. The product protects the nail and has a glossy appearance and should be used daily for two to three weeks say the makers. Nail enamels may be used over Gro-coat.

Woltz Italiana have also introduced a new oily nail enamel remover to replace their oily and lanolin removers. The remover comes in a cylindrical 100-cc bottle (£0.32) (Fontarel Ltd, Servier House, Horsenden Lane South, Perivale, Middlesex).

### Styx mini-compact

A solid fragrance has been added to the Styx range. The fragrance comes in a small mini-compact (£0.95) (Rallet, 941 Great West Road, Brentford, Middlesex).

### Photographic

#### Fotomatic 126 camera

Highgate-Dufay Ltd are to introduce the Fotomatic 126 X camera (£4.99) next month. The camera, which is said to be ideal for beginners and occasional snapshotters, has a fixed-focus f/11 lens and single shutter speed of 1/50th sec, and takes 126 cartridge films. The shutter release button is set into the top of the camera, and there is a built-in socket for flash cubes (Highgate-Dufay Ltd, 38 Jamestown Road, London NW1 7EJ).

# Trade news

Continued from p698

## Elastoplast display competition

Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts, have launched a trade promotion to support their current television advertising campaign. The promotion features a display competition open to Elastoplast stockists in South-east England, and will be publicised by a team of merchandising girls, dressed in blue, red and white Elastoplast uniforms, in May. The prizes in the competition include a portable television set, and entrants will qualify for promotional discounts on all Elastoplast orders.

While stocks last consumers buying Elastoplast stretch fabric dressing strip will receive 6ins extra. This promotion applies to the three sizes of dressing strip. A "flashed" pack has been produced and a compact pre-pack merchandiser containing 2 dozen assorted packs is available.

## Paddi Pads promotion

A new promotion is being launched by Robinsons & Sons Ltd, Wheat Bridge, Chesterfield, Derbyshire. During May and June, packs of 30's Paddi Pads disposable nappies will contain "6p off Paddi Poppins" coupons, redeemable by the consumer on buying Paddi Poppins pants. All 30's packs of Paddi Pads nappies will be flashed "6p off next purchase of Paddi Poppins nappy pants", and there are dump bins available.

## Free Schick razor

An Injector razor is being offered by Richard Hudnut Ltd, Chestnut Avenue, Eastleigh, Hants SO5 3ZQ with packs of their 10 blade Injectors. The razor is blistered on to the 10 blade Injector card and will be sold for 54p for 10 blades. The promotional packs are available in either prepacked display units containing 1 dozen razors or standard retail shippers also containing 1 dozen razors.

## Ambre Solaire on television

L'Oreal, Golden Ltd, 18 Bruton Street, London W1 plan to spend £100,000 promoting the Ambre Solaire suntan range in a six-week television campaign. The campaign features a commercial shot in France and has the theme: "Ambre Solaire—the original from France" and will be shown in all regions.

## Supply conditions change

Wilcox Laboratories Ltd, Castleham Road, St Leonard on Sea, East Sussex have altered their conditions of supply. Any orders received below the value of £30 will be charged postage and packing at cost.

## Television campaign extended

An extension to the Foster Grant television campaign has been planned by

Wilkinson Sword Ltd, Sword House, Toitteridge Road, High Wycombe, Bucks HP13 6EJ. Originally intended to run in all areas until mid-May, the campaign will be prolonged, in the London, ATV, Granada, Southern and Scotland areas, where commercials will now be seen until June 1.

## New toilet roll design

Dixcel toilet tissue, made by British Tissues Ltd, Station House, Harrow Road, Wembley, Middlesex has a new pack design and "improved" quality tissue. The pack design uses a full blown rose as a motif and the pack colour is used to identify the different colour rolls. And new paper-making developments have been used to improve the quality of Dixcel, say the makers.

## Wholesale chemist opened

Paul Martins Wholesale Chemist have opened a cash and carry section for retail

pharmacists at Lea Bridge Road, Leyton, London E10. Many "promotional lines" are available, including ones featuring Sure antiperspirants and Polaroid cameras.

## Hard gelatin capsules supplies

Farillon Ltd, Chesham House, Chesham Close, Romford, Essex are now able to supply empty clear, hard gelatin capsules made by Ely Lilly & Co Ltd, in all sizes from 000-4. The capsules are packed in containers of 100, and 1,000 and are available through wholesalers.

## Listerine team wins award

The Listerine Fiat 128 SC sponsored by Richard Hudnut Ltd, Chestnut Avenue, Eastleigh, Hants SO5 3ZQ came 7th in class and driver Jean Denton and co-driver Freda Brake were awarded the ladies award. The Listerine team is now leading in the Ladies stakes for the Autosport/Castrol Championship.

# A SERIOUS STEP FORWARD MOUNTAIN DEW AND POW



**'Foot comforts' promotion**

Cuxson, Gerrard & Co Ltd, Oldbury, Warley, West Midlands will be advertising Carnation corn caps and corn paint in leading women's magazines this summer. The campaign is aimed at women in the under twenty-four age group as well as those in the traditional older age groups.

**Tailor-made promotion**

Cuticura Laboratories Ltd, Maidenhead, Berks are featuring a trade promotion for Ayds during May. The company's sales force will offer the product to the retailer at prices "tailor-made" to his needs: the retailer then decides his own profit margin. Display material is available.

**New laminated container**

Metal Box Ltd, Queens House, Forbury Road, Reading, are to produce a new laminated plastic bottle for pharmaceutical and food products. The new bottle—Lamicon—was developed in Japan where

it is said to have proved its suitability for packaging oxygen sensitive products and its drop and impact strength. With the translucency of natural polythene, the bottle can be decorated by either dry-offset or silk screen printing or pigmented to individual customer requirements. The company claims that very light weight bottles can be embossed without affecting the barrier layer.

**Kotex Simplicity on radio**

A £27,500 campaign on Radio Luxembourg for Kotex Simplicity, has been launched by Kimberly-Clark Ltd, Larkfield, Maidstone, Kent. Three different commercials will be rotated throughout the campaign with four spots every night seven nights a week until the end of July. The first commercial features an introductory theme: "Have you heard about Kotex Simplicity . . ." while the other two highlight some of Simplicity's key selling points.

**Counter display unit for Hedex**

Sterling Health Products, Surbiton, Surrey KT6 4PH, have produced a new chemical counter display unit for Hedex tablets. The unit has been produced to complement the existing larger Hedex multipack units and is designed for use when counter space is limited. Each unit consists of 6 packs of 40's, 5 packs of 24's and 8 packs of 16 tablets.

Milk of Magnesia Liquid will be featured in a Press advertising campaign throughout the summer. The campaign will consist of full-page and half-page colour advertisements in the woman's magazines including *Woman's Realm*, *Good Housekeeping* and *Family Circle*.

**Junior sports book offer**

A consumer promotion offering a series of junior sports books on learning to swim, ride or play football, is being featured by Beecham Foods, Beecham House, Great West Road, Brentford, Middlesex. Featured on-label, consumers may obtain any one of the books in return for two foil Ribena bottle tops plus return postage. Supporting display material, including showcards, shelf strips, and single bottle stands, is available from the company's representatives.

**Magazine advertising**

Carter Wallace Ltd, Wear Bay Road, Folkestone, Kent are featuring Pearl Drops in full-page colour advertisements in women's magazines beginning in June and lasting until December.

**Holiday closures**

The following companies will close for the spring bank holiday from end of business Friday, May 23 until start of business Tuesday, May 27:

Beecham Ethical Distributors\*, Great West Road, Brentford, Middlesex  
E. H. Butler & Sons Ltd, 5 Brunswick Street, Leicester

CIBA Laboratories, Horsham, Sussex  
Geigy Pharmaceuticals, Hurdsfield Industrial Estate, Macclesfield, Cheshire  
ICI Ltd, pharmaceutical division, Alderley Park, Macclesfield, Cheshire

May & Baker Ltd\*, Dagenham, Essex  
William Ransom & Son Ltd, Hitchin, Herts, closed May 26 to May 30  
Arthur H. Cox & Co Ltd, Brighton, Sussex, closed May 24 to June 1 inclusive.

\*Urgent supplies from John Bell & Croydon, 50 Wigmore Street, London W1

# FROM TROPICAL MIST, SCENTED ORANGE BLOSSOM.

Vichy skin care is the number 1 seller in Europe.

It has achieved this position because of the serious and authoritative stance it has taken in a confused and advertising orientated market.

Vichy products are different from their competitors in many ways:

**1.** Vichy products are developed by dermatologists who use pure, safe, effective ingredients, not fashionable ones.

**2.** Vichy specialise in skin care. They are not a make-up company dabbling in skin care.

**3.** Vichy make four complete ranges because there are four main skin types.

**4.** Vichy products are manufactured under strict laboratory conditions, by pharmacists.

**5.** Vichy packaging is simple and functional. Vichy are concerned with what's inside, not what's outside.

**6.** Vichy print an ingredient list on the back of every pack. They have nothing to hide.

**7.** Vichy offers value for money. Proper skin care should be available to every woman, not just a privileged few.

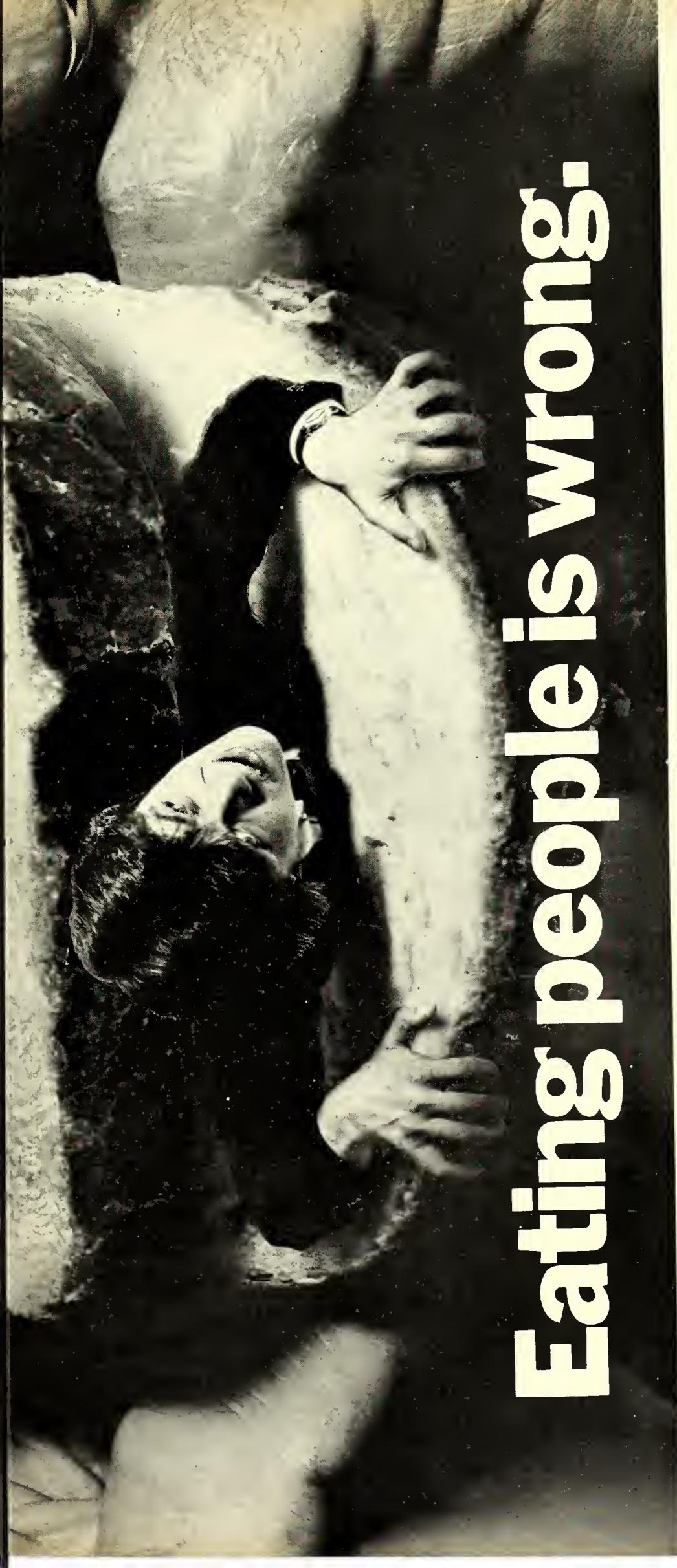
**8.** Vichy is, and always will be, sold only in pharmacies. And never in grocers and supermarkets. Pharmacists can give better advice about skin care than grocers.

## VICHY SKIN CARE

dermopharmaceutical preparations

Made by pharmacists, sold only in pharmacies.





# Eating people is wrong.

You can tell a bad employer by the number of people he gets through in a year. He doesn't just employ people, he devours them. News them up, spits them out and asks for more. It's a wicked waste of the distributive industry's most valuable commodity—labour.

Making the most of people is largely a matter of training. Well-trained staff are happier, more efficient, more productive. They're good for business. Eating people isn't. So maybe it's time you did the

civilised thing and got in touch with the D.I.T.B. We'll advise you on setting up a training scheme, provide a whole range of training aids, and give you a grant plus bonuses if your training meets certain standards. You may even qualify for the Distributive Training Award—the top trainers' symbol.

Make a start by posting the coupon.

To: Distributive Industry Training Board, Maclaren House, Talbot Road, Stretford, Manchester M32 0FP. Tel: 061-872 2494

Please arrange for a training adviser to visit.

Please send me:

Copies of "The Metric Shop" @ 75p

METpack tape/colour slide programme @ £17.28 incl. V.A.T.

Metric Course Manual @ £2.50

VCR Programme "Measure for Measure" @ £32.40 incl. V.A.T.

"Measure for Measure" programme on 16mm. film, @ £97.20

Name \_\_\_\_\_ Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

I enclose cheque for £ \_\_\_\_\_



**You know training pays**



# VAT—some questions answered

by T. P. Astill, B Pharm, LLB, MPS, deputy secretary, National Pharmaceutical Union

Most chemists found VAT time-consuming rather than complicated. There were some teething troubles but these were soon overcome and retailers generally settled down to the unproductive drudgery of recording sales, filing invoices and completing return forms four or twelve times a year.

After the first eighteen months or so, as if warning traders that they were becoming too complacent, the Government published Customs and Excise notice no. 745—"VAT: Preparation for Additional Rates". Immediately retail trade organisations, with the NPU leading the way, began an intensive parliamentary lobbying campaign which continued with increasing intensity throughout the autumn of 1974 up to the day of the budget in April.

The Chancellor breached the multi-rate dam in November last year when he introduced the 25 per cent rate on petrol. Despite the pleas of retailers he virtually destroyed the dam completely in April by adding electric appliances, boats, caravans, cameras, furs and jewellery to this luxury category. The scope of the 25 per cent coverage is described in notice no. 742 which, if it wasn't so pathetic, would make very amusing reading.

The predictable anomalies are all there, reminiscent of purchase tax at its most bizarre. Telescopes are taxed at different rates depending on whether they leave the image the right way up or turn it upside down. A fan heater is taxed at 8 per cent, a fan cooler at 25 per cent. Equipment for boiling or cooking food, 8 per cent; for warming or grilling it, 25 per cent. A Black and Decker drill, saw or sander is taxed at a different rate to a lawn mower or hedge trimmer. A clock and time-switch are taxed at 8 per cent unless designed for making early morning tea, when they are 25 per cent. A mixing bowl is standard rated but becomes a luxury when sold for use with an electric mixer. A projector lamp bears tax at 8 per cent when sold separately but at 25 per cent when sold in a projector. If notice 742 were to be set to music it would rival anything produced by Gilbert and Sullivan!

So far as chemists are concerned, the 25 per cent rate applies to cameras, exposure meters, flash guns and accessories such as filters, lenses rangefinders and tripods. It also applies to projectors and slide projector magazines but not to slide storage boxes. The following remain at the standard rate: film, disposable flash bulbs, filament projector lamps, photographic paper and developing and printing. Some chemists sell costume jewellery but this only bears tax at the higher rate if it is made of precious metal (gold, silver, platinum) or contains precious or semi-precious stones. Precious stones are dia-

monds, rubies, sapphires and emeralds. There is a long list of semi-precious stones on page 30 of notice 742; the list does not include coloured glass, amber, coral or jet. Amongst the electric appliances bearing the highest rate of tax are electric blankets, health lamps, razors and toothbrushes, together with accessories such as toothbrush heads and spare razor foils.

## The new retail schemes

To enable retailers to calculate, assess or estimate their "output tax" (tax charged to customers at more than one positive rate of VAT), Customs and Excise published a new notice—no. 727—in February. The notice is in the form of a basic guide, which explains the nine schemes in outline, and nine gaily-coloured supplements, each giving details of one of the schemes. To avoid confusion with the old schemes, the new ones have been given letters A to J (omitting I). Two of the schemes, A and F, depend for their operation on identifying sales at the various rates at the point of sale. Scheme A is intended for use by retailers who sell goods at only one rate. Scheme F can be used for any number of rates using, for example, a multi-total till to identify each rate.

Many chemists changed to scheme F at the beginning of April in anticipation of the introduction of more rates. The advantage of the scheme is that complex records of purchases are not required because the return form VAT 100 only requires a note of total "input tax" (tax invoiced by suppliers). The difficulty involved in operating scheme F is that staff must be trained to recognise goods at different rates and press the correct button or buttons on the till when a sale is made. Because the sales staff do the work, a retailer operating scheme F is involved in the minimum of record-keeping and calculation.

The remaining seven schemes all work by dividing total gross takings in proportion to the value of goods purchased by the retailer at each rate. These "proportional" schemes vary in complexity and in the accuracy of the result they produce. All except scheme B can be used for any number of rates, but all except scheme B require a full analysis of purchases between tax rates. Many chemists are not affected by the 25 per cent rate, or can easily keep a separate record of sales of goods at that rate. The majority therefore have opted for scheme B (two rates only—standard and zero) or a combination of schemes A and B, using scheme A to calculate output tax at 25 per cent and scheme B for the remainder (see below).

## The dispensing difficulty

The proportional schemes (all except A and F) are based on the fundamental as-

sumption that a retailer who buys an article at a particular rate of tax will sell it at the same rate. Unfortunately, as so often happens, the retail pharmacist is a non-conformist. Many of the goods that the pharmacist buys at the standard rate (drugs, medicines and appliances) may subsequently be sold over the counter at the same rate or dispensed on the prescription of a doctor or dentist at the zero rate. There is thus no relationship between the proportions of goods bought and sold at the various rates and none of the proportional schemes will work unless some account is taken of the change in rate of dispensed goods from standard to zero.

Under the old "modified scheme 1" this problem was eliminated at the outset by omitting from gross takings all sums received for dispensing prescriptions (NHS cheque, NHS levies and private dispensing takings). But this is only successful where the chemist deals in goods at two rates. A new method of dealing with the difficulty has had to be devised to give retail pharmacists the same choice of scheme (in theory at any rate) as other retailers. The new method, instead of getting rid of dispensing receipts at the beginning of the calculation, does so at the end. No additional records are required and the only extra work involved is one multiplication at the end of each tax period. Thus, while it is true to say that in the light of what is now known about the budget, it was not necessary to change the "chemists' special method" at all, those who are complaining are in fact making a very large mountain out of a small molehill.

## New method

The new method of getting rid of the "dispensing quirk" works like this:

- Add up gross takings. Include NHS cheque, NHS levies, private dispensing receipts, cost value of goods applied to personal use, cash value of coupons collected. Exclude HP and credit sale instalments which must be dealt with outside the special schemes. Also exclude any exempt receipts such as rents collected from tenants and fees for pregnancy testing—note that pregnancy testing is now regarded by Customs as an exempt service whether supplied by a pharmacist individual, a partnership or a company.

- Calculate output tax using the scheme of choice (B, C, D, E, G, H or J). This gives an output tax figure which is too high because prescription receipts, which ought to be zero-rated, were included in gross-takings. The output tax thus calculated includes an element of "notional prescription output tax."

- Calculate "notional prescription output tax." This is done by multiplying total

prescription receipts (NHS cheque *plus* NHS levies *plus* private dispensing receipts) by the VAT fraction appropriate for the rate at which dispensed goods were bought. If drugs and appliances are all bought at the standard rate (8 per cent) the VAT fraction to use is 2/27.

4. Deduct the "notional prescription output tax" calculated in step 3 above from the appropriate category of output tax calculated in step 2. If dispensed goods are all bought at the standard rate, the "notional prescription output tax" should be deducted from the gross standard rate output tax calculated in step 2.

### Schemes A and B combined

The above procedure must seem very complicated at first sight. It becomes clearer when related to a particular scheme. As most retail pharmacists will be using a combination of schemes A and B it might be helpful to go through the output tax calculation step-by-step.

*Scheme A:* 1. Keep a separate record of all receipts from sales of goods taxed at 25 per cent (cameras, projectors, electric blankets, electric razors, etc).

2. At the end of the tax period multiply the total 25 per cent takings by 1/5, the VAT fraction to get output tax at the highest rate.

*Scheme B:* 3. Add up gross takings for the period. Include cash receipts for sales of goods over the counter *plus* NHS cheque or cheques received in the period *plus* NHS levies *plus* private dispensing receipts. Exclude HP instalments and exempt takings (rent received, pregnancy testing).

4. Deduct from the VAT gross takings calculated in step 3 the value of takings at 25 per cent recorded in step 1. The remainder is gross takings at the standard rate and zero rates.

5. Deduct the *retail* value of goods purchased in the period at the *zero rate*. This step was included in the old modified scheme 1 and most chemists should by now be familiar with it. It is necessary to keep a separate record of zero-rated purchases and uplift the cost price to retail using actual figures or an average mark-up which takes account of pilferage, display damage and other "shrinkages".

6. Multiply by 2/27. This is the VAT fraction when the standard rate is 8 per cent. The result of this step is a value of output tax at the standard rate which is too high because prescription receipts are still included in gross takings. In other words, there is an element of "notional prescription output tax" which is unwanted and must be eliminated.

7. Multiply total prescription receipts by 2/27. "Total prescription receipts" means the value of NHS cheque or cheques received in the period *plus* levies *plus* private prescription receipts *less*, in Scotland only, that part of the NHS cheque which relates to supplies made on forms FP10A (doctors' stock orders which are standard rated). This step gives the value of "notional prescription output tax".

8. Deduct "notional prescription output tax" calculated in step 7 from gross output tax at the standard rate calculated in step 6. This gives the value of standard rate output tax for the period to be

entered in box 1(s) on the VAT return form.

Note that the calculation in step 7 assumes that all dispensed goods were bought at the standard rate. Most pharmacists dispense a few zero-rated items (liquid paraffin, olive oil, gluten-free bread, etc) but the value of these is usually so small compared with the total cost of dispensed drugs and appliances that it can safely be ignored on the *de minimis* principle.

Where the value of zero-rated goods supplied on prescription becomes relatively significant (if in doubt consult your local VAT office) it is necessary to carry out an apportionment as described in C&E leaflet 5/75 VMC. In fact this can only be done by guesswork because pharmacists do not keep the necessary records to do it accurately. Suppose, by guesswork, it is established that 2 per cent by value of all goods bought for dispensing are bought at the zero rate. Then "notional prescription output tax" (step 7 above) will be given by:  
Total prescription receipts\* $\times$ 98/100 $\times$ 2/27.  
\*NHS cheque plus NHS levies plus private dispensing minus (Scotland) forms FP10A.

In other words, the VAT fraction to be used in calculating "notional prescription output tax" will be not 2/27 but 2/27 $\times$ 98/100. This is the "special NHS factor" referred to in the NPU VAT accounting system. As has been explained, most chemists can, for all practical purposes, assume that all dispensed goods are bought at the standard rate and, therefore, that the "special NHS factor" is 2/27. The error involved in doing so is certainly well within the limits of accuracy of the scheme as a whole!

### Completing new form VAT 100

An article in the C&D in 1973 described the function of each of the "boxes" on the VAT return form. This form, VAT 100, has been changed to allow for the possible introduction of two extra rates, and it might therefore be useful to go through it again.

*Box 1* is in four parts. Part (s) is for output tax at the standard rate (8 per cent). Part (a) is for output tax at the second positive rate (at present 25 per cent).

Many chemists will complete box 1(s) using scheme B and box 1(a) using scheme A as described above in steps 1 to 8.

Part (b) can be ignored until the Chancellor of the Exchequer has another brainstorm and introduces another rate. The fourth part is for total output tax (box (s) plus box (a)).

*Box 2.* Imports must be accounted for separately. The tax is entered here. The reference to bonded warehouses is unlikely to concern pharmacies in this context!

*Box 3.* Customs will tell you about any figure to be entered here.

*Box 4.* If tax has previously been under-declared for example by mistake or misunderstanding, the amount should be entered here. It is as well to tell Customs what the figure is by covering letter. The computer at Southend is easily confused!  
*Box 5* is the sum of boxes 1 to 4.

*Box 6.* Total deductible input tax. This is the tax invoiced to you in the period by

supplies of goods and materials for resale or use in the business. Some services, eg those of your accountant, also bear deductible input tax. Tax on the purchase of cars or business entertaining is *not* deductible and should not be entered here. If you do your purchase accounting on a cash basis, the box 6 figure is the total tax *paid* to suppliers in the period.

*Box 7.* Customs will notify any amount to be entered here.

*Box 8.* If you have previously paid too much tax, you can reclaim it here. Again it is best to write the computer a few words of explanation.

*Box 9* is a matter of arithmetic.

*Box 10* is the difference between boxes 5 and 9 and the amount due to or from Customs and Excise.

*Box 11.* The tax-exclusive value of all goods and services supplied at the standard rate and at 25 per cent. As a check, this should equal the box 1(s) figure $\times$ 12 $\frac{1}{2}$  *plus* the box 1(a) figure $\times$ 4.

*Box 12.* If you export goods, for example for foreign tourists using one of the special retail export schemes, enter the amount here. Exports are all zero-rated.

*Box 13.* This is the sum of zero-rated sales over the counter (food, books, baby clothes, nappies, etc) *plus* prescription receipts (NHS cheque, NHS levies, private dispensing payments).

*Box 14.* Add up boxes 11, 12 and 13.

*Box 15.* Exempt outputs. For most pharmacists these are limited to rent collected from tenants and pregnancy testing. Opticians, hearing-aid suppliers and chiropodists will have exempt outputs in respect of these services and goods supplied in connection with the services.

*Box 16.* Add up boxes 14 and 15.

*Box 17.* This is the value of everything bought for the business at the standard rate, zero rate and at 25 per cent. In theory you should include items purchased for which a tax-invoice was not considered worthwhile.

Remember all the figures entered in Part B of the form (boxes 11 to 17) are *exclusive* of VAT.

*Box 18.* Tick whichever scheme you have used to calculate output tax. If you have used schemes A and B, tick both boxes.

*Part D* of the form should be completed by anyone who is partially exempt, that is who supplies any goods or services which are exempt. Chemist-opticians will usually complete boxes 19 to 24. You need not complete part D if either your exempt supplies are less than £100 per month or 5 per cent of total turnover (whichever is the greater) *or* the value of input tax which is *not* deductible is less than 5 per cent total input tax. Most chemists will not be concerned with part D because the value of their exempt supplies is within these limits.

*Part E.* The statutory declaration which must be completed by all registered persons.

### The NPU accounting system

The NPU VAT accounting system includes sheets for keeping records of inputs and outputs for schemes B, D, G and F. Used with the NPU cash book the system provides complete business accounts in addition to those needed merely for VAT.

# Health lamps for all

by John Tranter, Philips Electrical Ltd

Health lamps fulfill a real need in Britain, for most people feel they do not get enough sunshine. The sun's light, heat and radiation are necessary for body growth, healing and good health but Britain suffers from an irregular and changeable climate and frequent dull and overcast skies that keep out the health giving rays of the sun. By crowding into concrete canyons and little boxes in the cities and polluting the atmosphere with smoke and fumes we create further barriers. Health lamps provide sunshine, under the control of the user, at the flick of a switch.

The market for health lamps in Britain took off in the middle of 1968. Before that time they were sold only on medical prescription and in this way were free from purchase tax. In July 1968 this concession was withdrawn but, despite this, their sales began to rise, because manufacturers were free from restrictions on their marketing and advertising. Until this time such advertising had to be geared to medical usage. Even the packs were austere. Once they could be marketed like other products the advertising became more glamorous and it was possible to promote the lamps for cosmetic uses rather than purely medical ones.

There are basically two kinds of radiation in the popularly accepted sense of health lamps; ultra violet and infra red.

## Infra-red

Infra-red radiation produces a heating effect when the rays fall on a surface, such as the human skin. Infra-red lamps can be any wattage but the 150-watt lamp is the most popular, originally produced in blown glass but now produced in pressed glass which lends itself more to present day methods of construction. The glass is shaped in such a way that it concentrates the beam to penetrate deep into the skin layers to dilate the blood vessels and increase the flow of blood, warming parts of the body that are painful and relieving discomfort.

Stiffness, rheumatism, sciatica, lumbago, chills, pulled muscles and tendons, bruises and sporting injuries can all be treated by infra-red lamps. In addition to relieving pain and assisting the healing process, infra-red radiation helps in massage treatments to tone up muscles, keeping them firm and active and is valuable in cosmetic treatment by ensuring good blood circulation, an important pre-requisite to the application and absorption of cosmetic creams.

No warm-up period is necessary with an infra-red lamp. The lamp is normally positioned about 15 inches from the area to be treated and one can continue treatment as long as the heat remains comfortable, though there is no advantage in continuing longer than an hour. (Two

treatments of 15 minutes each day are more beneficial than one long session).

## Ultra-violet

Though also primarily designed for medical use, the ultra-violet or sun lamp can be used in a wider general health context. It can help the healing process of certain skin complaints, such as acne, by stimulating the formation of new skin, assists in the formation of vitamin D, and can help to provide a tan.

Some sun lamps use a special quartz glass because normal glass is opaque to ultra-violet rays (which is why one can sit in front of a window and not get sunburned). Radiation from most sun lamps only covers half of the body at a time, so when treating the whole body on both sides it requires four separate sessions taking up to a total of 20 minutes. A warm-up period of three minutes is necessary before starting, and protective goggles must be worn. The distance the user positions himself from the lamp, the duration and frequency of exposure are important and depend upon the type of treatment required, the sensitivity of the skin and the amount of previous exposure to ultra-violet rays. With the Philips sun lamps a user is limited initially to a session of one minute but in successive treatments can increase the exposure slightly, building up to a maximum of six minutes. (To make this easier, de luxe sun lamps have built-in timers).

Today the most popular type of lamp is the combined sun lamp offering the benefits of both ultra-violet and infra-red radiation. The customer gets two lamps in one and also gets a better performance. The ultra-violet radiation of these lamps is more intense than that of a straightforward ultra-violet lamp because of newer techniques involving a special quartz burner and reflector system. They are much more suitable for tanning and in quite a short time most people can achieve a tan comparable to that obtained from the sun.

## Distance effect

But ultra-violet lamps are now so powerful and effective it is more than ever important that users comply with the instructions. Distance from the lamp is extremely important because its power falls off as the square of the distance. A small error in distance can make a lot of difference, and it is surprising how few people can calculate a distance, say, of three feet accurately—which is why measurement with a tape measure is always advised. Misuse of the lamp can result in unpleasant burns, about which the user may know nothing until some hours later.

Safety is therefore a matter which has occupied manufacturers considerably. The

original ultra-violet and infra-red lamps were basically lamp holders, but in 1960 a British Standard was published, laying down safety regulations. Design has now moved away from the early design with its inherent shortcomings, to a casing inside which the lamp is protected to avoid inadvertently touching it.

Another aspect of safety is the way in which harmful ultra-violet rays are filtered out. The UV spectrum is divided into three band widths, UVA, B and C; the one that tans is UVB (280nm-320nm) and this is the desirable one. UVC (below 280nm) is harmful and totally undesirable, causing excessive erythema, conjunctivitis and corneal damage. A high percentage of UVA (320nm-400nm) is present in sunlight and is transmitted through most types of glass—it is of little danger but does not effectively contribute to the tanning process. To keep out harmful UVC rays most manufacturers make use of sliding filters but in Philips lamps there is no requirement for a filter because the special Heliosil quartz glass used cuts out the harmful elements automatically.

Incidentally, if a customer wants a lamp for a mainly medical purpose, like treating a skin complaint, Philips recommends consulting a doctor before purchase.

All Philips lamps have been tested and approved by the British Standards Institute and bear their kite mark as conforming to their strict safety requirements, the only lamps that do so at present. This kind of safety design costs money but it is important. Britain's standards are the highest in Europe, in many cases more stringent than those on the Continent and it seems likely that there may be Government legislation to ensure lamps meet basic safety requirements.

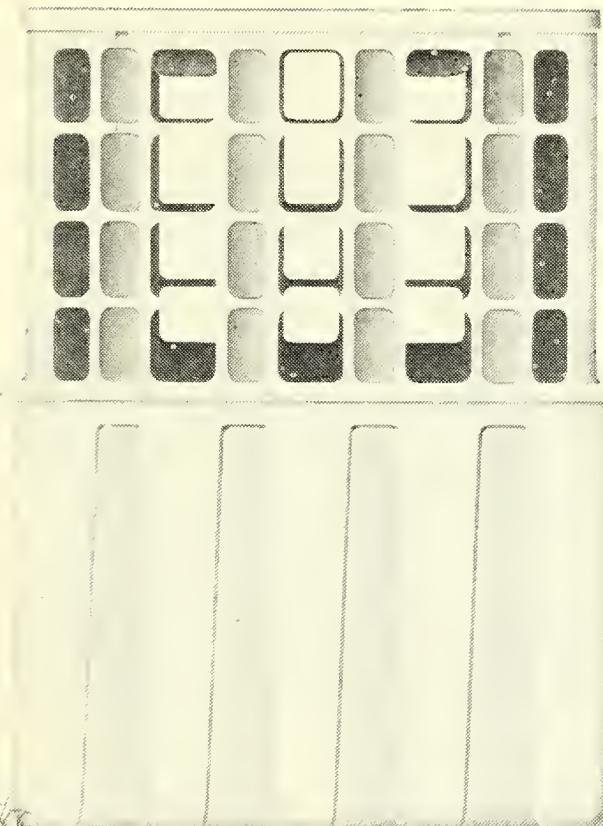
## Market size

The health lamp market in Britain last year was worth about £4m. Some 400,000 lamps were sold, of which 100,000 were solely infra-red and the rest were sun lamps. Philips is far and away the brand leader with some 60 per cent of the market, which has grown rapidly since 1968.

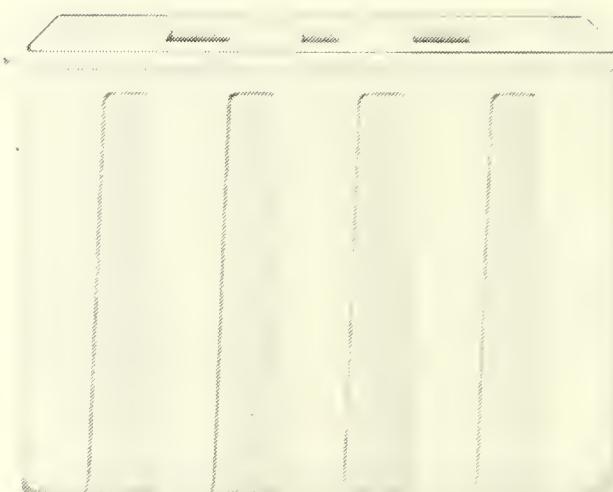
At that time, because of the prescription-only marketing, the biggest sale was in infra-red lamps. That has changed considerably. The increase in Continental holidays, the universal search for the sun and the growing affluence of society has brought this about. Today infra-red lamps sell mainly to old people of all classes. Ultra-violet lamps are bought mainly by young families in the upper and middle income groups. Development is also taking place into more sophisticated methods of control, such as automatic switch off, skin sensitivity selection etc.

A further development is likely to be in the growth of the home solarium incorporating multiple lamps to tan and treat the whole body. These units differ from conventional sun lamps in that their main use is for leisure and usually provide a higher percentage of UVA, allowing treatment to be extended over longer periods of time.

A brochure on health lamps is available free from publicity department, Philips Electrical Ltd, Century House, Shaftesbury Avenue, London WC2H 8AS.



Now it's killing flies.



Now it's saving Money.

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This year again we are selling a flykiller that's a money saver. And, in this economic climate, it's a product few housewives are going to be able to ignore.

Open, the New Vapona Cassette is the most effective flykiller around.

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A heavyweight advertising campaign will be featuring the Cassette in the Women's Press and on Posters.

It's going to be a moneymaker. So make sure you cash in on it.



**Vapona Cassette.**  
FROM TABARD

# Letters

## Conflicting brand shares

I have always tended to view manufacturers' claims in the brand leadership stakes with a degree of scepticism, and it would appear from the information that has come to hand in the last few days that this is well founded.

Manufacturer B recently indicated that they aim to raise their major toothpaste brand from no 2 in the league to no 1.

In *C&D* this week the same manufacturer claims no 3 spot for the second brand in their company lineage. Further on in the same issue of *C&D* I read that manufacturer C is exhorting us to increase our stocks of his major brand to keep them in the no 2 spot and perhaps aim for no 1.

Which makes one wonder whatever happened to manufacturer A's undisputed brand leader, or should it be no 2 or 3 or . . . .

**J. A. Cleverly**

Cheltenham, Glos

A process of elimination shows manufacturer B's "no 2" product to be Macleans and manufacturer C's "no 2" to be Signal 2. So *C&D* asked Beecham and Elida Gibbs to explain their apparently contradictory claims.

Beecham's claim is based on an independent audit which relies on regular counts of actual sales in a representative sample of chemists and grocers. This shows Macleans two versions jointly in a clear second position—Freshmint alone also holds second position but more marginally.

Elida Gibbs, on the other hand, use another independent audit, this time based on purchase records kept by a representative panel of consumers. This measures purchasing from all outlets—and takes into account the fifth of the market held by Boots and Woolworths which are not covered by the sales audit. For 1974, this showed Signal 2 in second place over Maclean's Freshmint—Editor.

## Pharmacy and the EEC

The full virtue of your contribution towards helping us resolve our vote in the coming referendum cannot be appreciated until the bones of the argument have been picked over. In this spirit of revelation I wish to take issue with Mr Stanley Blum ("Vote 'no' to the EEC", p667).

He is right in his appeal to the heart that it is good to oppose dictatorial tyranny. He is wrong to suppose that dictatorial tyranny can be avoided by turning away from the EEC. There is more threat to liberty and economic security from the disregard of common-sense by left wing politicians and union leaders than the international law of the community. If an independent government cannot contain economic subversion then

we shall need the authority of a stable external agency to act in our favour.

We can live with inflation provided that our income is not unfairly prejudiced and we practise good principles of management. A high rate of inflation destroys confidence. The current laws enforced by British government are no monument to democracy and serve only to repress initiative and undermine confidence. The EEC gives us hope of a second chance; a last chance. Mr Blum paradoxically attacks "gainful employment." Surely he realises that the non-profitmaking pharmacist quickly becomes the bankrupt pharmacist? If he was attacking the "means" and not the "end" then he can have no confidence in state-run pharmacy keeping him in "gainful" employ.

The manpower problem goes deeper in its effects than most retailers would like to admit. However, the control of the distribution of contractor pharmacies can

be implemented to mitigate the spread of leapfrogging migrants. No doubt we are just as capable of not taking "timely" action as the French.

I seem to remember being reminded that the world was not my oyster when reciprocal recognition of qualification was rescinded between ourselves Australia, New Zealand and Canada. Our political overlords ought to be worried about the mass exodus from this member state with the advent of diploma recognition under Draft Directive VI! Most of Britain's economic problems arise from over-manning or overpaying people who are underproducing or inefficiently deployed. This is where we are in need of change since we are ultimately dependent on a healthy trading position, at which point the common agricultural policy assumes relatively insignificant proportions.

**Noel Baumber**  
Newark, Notts

## Scottish Executive candidates

The following pharmacists are candidates in the forthcoming Pharmaceutical Society's Scottish Executive election. Voting papers are being sent out this week and should be returned by June 11.

**Mr George Washington Allan, F.P.S.**, Edinburgh. Qualified 1949. After period as manager in general practice, entered industry as medical representative, and has since been engaged in various management assignments, re-entering general practice as a proprietor pharmacist. Committee member, Edinburgh and South Eastern Scottish Branch since 1962, chairman in 1970. Elected to Executive in 1972. In 1974 elected as a member of the Pharmaceutical General Council and chairman of the Area Pharmaceutical Committee of the Lothian Health Board.

**Mr. C. R. Blythe**, Douglas. Registered 1953. Proprietor of a rural pharmacy in Douglas, Lanarkshire, and of a part-time pharmacy in Muirkirk, Ayrshire. Has been manager of a multiple pharmacy and spent nine years as a medical representative. Former secretary and treasurer of Doncaster Branch; former assistant secretary of the Glasgow and West of Scotland Branch; committee member, former secretary of Lanarkshire Branch; Secretary of Lanarkshire APC; and nominated by Executive to Pharmaceutical General Council (Scotland). Member of the Executive since 1969, vice chairman 1972, and present chairman. Member, National Pharmaceutical Consultative Committee for Scotland.

**Mr. R. A. Brodie**, Edinburgh. Qualified 1950. Manager in general practice. Member, Edinburgh and South Eastern Scottish Branch committee 1958-65 and currently assistant secretary to the Local Committee of the British Pharmaceutical Conference, Edinburgh, 1964; member, former Lanarkshire LPC 1970-74.

**Mr. Ian M. W. Caldwell**, Glasgow. Registered 1960. Elected to committee, Glasgow and West of Scotland Branch, in 1962, assistant secretary 1964, later secretary, and is now immediate past chairman. Served on Local Pharmaceutical Committee: currently member, Greater Glasgow Health Board APC; member, of Area Chemist Contractors Committee; and was last year elected to Pharmaceutical General Council (Scotland). Acted as Publicity Convenor, 1971 British Pharmaceutical Conference. After apprenticeship in general practice, briefly joined hospital service, returning to general practice as superintendent of a small company. After some time in industry as works pharmacist and export manager, he became a proprietor pharmacist in Glasgow.

**Dr Mary Dawson, F.P.S.**, Airdrie. Registered 1943. On qualifying after retail apprenticeship, spent three years in the business of the late Charles Dawson, Aberfeldy, returning to the then Royal Technical College, Glasgow, gaining Pereira Medal in 1947. PhD graduate, University of Glasgow, in 1954, at present senior lecturer in the Department of Pharmaceutical Technology, University of Strathclyde, past president Graduates Association University of Strathclyde, the first time a pharmacist had been president of any University Graduates Association. Co-opted

to the Executive in 1971, re-elected 1972.

**Mr Stanley Driver**, Lanark. Registered 1947. Chief administrative pharmaceutical officer for Lanarkshire. Served 6½ years in army before qualifying and entering hospital service. Past chairman, Lanarkshire Pharmaceutical Committee, past member, Area Pharmaceutical Advisory Committee and chairman, hospital subcommittee, and vice-chairman, prior to present appointment.

**Mr K. J. Gray**, Bridge of Allan, Stirlingshire. Qualified 1970. Proprietor pharmacist with 3 years experience in hospital pharmacy. Secretary, Stirling and Central Scottish Branch, since 1973; member, Fort Valley APC and ACCC; member, Pharmaceutical General Council (Scotland).

**Mr William K. Lawrie**, Edinburgh. Registered 1945. Area manager, general practice. Proprietor pharmacist for 16 years before closure of his business eight years ago. Committee member, Edinburgh and South Eastern Scottish Branch for the past 16 years, chairman for two years.

**Mrs Betty C. Montgomery**, Qld Kilpatrick, Dunbartonshire. Qualified 1960. Spent five years as a manageress in general practice before entering hospital pharmacy. Appointed principal pharmacist in 1973, deputy area pharmacist in 1974 and district pharmaceutical officer for Dumbarton district of Argyll and Clyde Area from May 1975. Served on local Glasgow Committees for the 1971 British Pharmaceutical Conference; Committee member, of Glasgow and West of Scotland Branch since 1965; Branch Social convener 1968-71 and assistant secretary 1971-75. Appointed Secretary, Argyll and Clyde APC in April 1974.

**Mr Kenneth B. Stewart**, Aberdeen. Registered 1940. CAPO for Grampian, Orkney and Shetland Health Boards. Formerly Regional Pharmacist to the North East Region (Scotland). Member, Association of Teaching Hospital Pharmacists; chairman, North of Scotland Branch, Guild of Hospital Pharmacists; member Grampian APC; past member 1966, Committee on the Hospital Pharmaceutical Service in Scotland (Grosset); member Guild of Public Pharmacists Working Party, 1966-1968. Honorary lecturer in pharmacology, University of Aberdeen, and visiting lecturer in pharmaceutical practice at Robert Gordon's Institute of Technology.

**Mr Ian S. Swanson**, Edinburgh. Registered 1959. Apprenticeship in general practice. In 1960 gained the Associateship of H.W.C. in applied pharmacy after one year's post-graduate study. Appointed demonstrator, pharmacy department, Heriot-Watt, in 1960, and lecturer in pharmaceutical chemistry in 1961, which position he still holds. Committee member, Edinburgh and South Eastern Scottish Branch, since 1967 and is present chairman.

**Mr David C. C. Wallace**, F.P.S., Dundee. Registered 1938. Proprietor pharmacist for 24 years. Secretary and treasurer, Dundee and Eastern Scottish Branch, since 1950; secretary and treasurer, Dundee Retail Pharmacists Association, 1954-1962; Council member, Scottish Pharmaceutical Federation, since 1958; member, Drugs Misuse Committee in Dundee; member, Executive, since 1969; vice chairman of Local Committee, 1976 British Pharmaceutical Conference.

# A spring bonus worth picking...



Spring means many things to many people—but unhappily, it can also mean the usual crop of sore throats. And 'Tyrozets' have proved highly effective against these minor mouth and throat irritations.

**But hurry—to take full advantage of the attractive bonus terms now offered for 'Tyrozets'. You've only got until 31st May to order these throat lozenges for maximum return.**

## A 'PHARMACY ONLY' PRODUCT

Each 'Tyrozets' Lozenge contains 1 mg tyrothricin and 5 mg benzocaine BP.

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# Company News

## Boots volume sales up 5 per cent

Net world sales of the Boots Co Ltd, rose by 20.4 per cent to £531.48m in the year ended March 31 compared with the previous year. After VAT is deducted the value was 21.4 per cent up at £502.81m. In terms of volume the sales increase was about 5 per cent.

The preliminary results show that the profit, before tax, was £65.67m (against £63.72m) and after tax £31.68 (£30.92m).

The directors are recommending the payment of a final dividend of 2.8542p per share making a total of 4.4827p per share for the year—the maximum permitted by the Government.

The directors are seeking an increase in the authorised share capital of the company of £50m and propose a scrip issue of one ordinary share for each ordinary share held by shareholders on June 9. The new shares will not rank for the final dividend mentioned above.

Mr A. D. Spencer has been appointed a managing director of the Boots Co Ltd, from June 1. Mr D. E. M. Appleby, managing director, will continue his responsibility for overall financial planning and control.

Mr Spencer became a board member in 1968 and has lately been senior director concerned with retailing operations. In his new position he will take charge of operations over all the company's business including manufacturing.

Mr Spencer joined Boots in 1938 and after war service became deputy manager of Boots' London warehouse in 1946. After secondment to a firm of estate agents he became Boot's estate manager and took over shop planning in 1958. One of his tasks was to standardise the look of the branches following the take over of Timothy Whites and Taylor.

## South African Druggists look for bumper year

South African Druggists Ltd earned a record R3.9m (£2.4m) before tax in the six months ended February 28 and is looking for pre-tax profits to hit R9m in the full year to the end of August. The company's interim report shows that pre-tax earnings rose by 35 per cent in the first half of the fiscal year 1974-75 thanks to continual growth in all its divisions. Pre-tax profits rose from R2.9m to R3.9m. Tax took an unchanged 41 per cent, but the minority shareholders' interests more than doubled to R53,000, largely due to a successful trading period at Bermeisters (TV and photographic shops), 51 per cent owned by South African Druggists. The net profit attributable to ordinary shareholders is up by 34 per cent, from R1.6m to R2.2m. The interim dividend is being raised from 4c

to 4.5c to keep the cover about 2.2 times.

A start has been made in the move of the Synthetico Chemicals factory from Port Elizabeth to Cape Town, where the entire fine chemicals operation of South African Druggists is now to be sited. The space vacated in Port Elizabeth by Synthetico will be taken by the company's Lennon division for the production of pharmaceuticals.

## Controls hit Hoechst UK

Turnover of the Hoechst UK Ltd group, including those of Berger, Jenson & Nicholson Ltd, John Shaw & Sons Ltd, and Kalle Infotec Ltd, amounted to £180,839m in 1974 (against £137,529m in 1973). Profit before interest and taxation was £10,812m (£10,063m) and taxation £4,077m (£3,720m). World-wide government control of prices and profits together with higher raw material and wage costs, had had a restraining influence on profitability.

## Gerhardt return south

Gerhardt Pharmaceuticals Ltd, have moved their offices to Thornton House, Hook Road, Surbiton, Surrey KT6 5AR (telephone: 01-397 9478). Following the disastrous fire which destroyed their factory and offices at Huntingdon the company is continuing their chemical business and in particular the sole agencies for Siegfried of Switzerland and S. B. Penick & Co, New York, but as mentioned previously (*C&D*, January 11, p40), all branded proprietary articles are now being manufactured and distributed under licence by E. C. De Witt & Co Ltd, Seymour Road, London E10.

## PZ raises Cussons bid

Paterson Zochonis & Co Ltd, have revised their offer for Cussons Group Ltd, (*C&D* March 8, p327). Cussons' shareholders have until the end of the month to accept the revised offer which is one PZ Ordinary plus 890p cash for every Cussons' Ordinary.

## 'No' to Counterbalance

As *C&D* went to press, the Central NHS (Chemist Contractors) Committee announced that it has in the interests of contractors declined the invitation to join the board of Counterbalance Ltd. The Committee says it is always glad to hear either direct, or through ACCC's, from individuals or groups (including Counterbalance members) who have constructive views or evidence which might be of assistance towards improving chemists' remuneration or terms of service.

## Coming events

### Wednesday, May 28

Romford Branch, Pharmaceutical Society, Macarthy's Ltd, Chesham House, Romford, at 7.30 pm. Annual meeting.

### Friday, May 30

Croydon Branch, Pharmaceutical Society, Greyhound Hotel, Park Lane, Croydon, at 8 pm. Mr J. Sturz Horner on "Port health problems in an age of jet travel".

# Market News

## To buy or not to buy

London, May 21: The pound continued to sink during the week making imports that much dearer but crude drugs and essential oils continued to be a falling market too, thus buyers were somewhat confused as to what action to take. In the event they opted to sit on the fence and buy only the bare necessities.

Among crude drugs the only feature was provided by West Indian nutmeg which fell by £100 per ton bringing that grade into line with East Indian. Merchants in London were expecting other grades to be similarly reduced but to date that has not happened.

Trading generally was quite, most prices were repeated in all sectors. Those changes which occurred are given below:

### Pharmaceutical chemicals

**Adrenaline:** (per g) 1-kg lots synthetic £0.25; acid tartrate £0.25.  
**Calcium gluconate:** £957 per metric ton.  
**Calcium lactate:** 250 kg lots £412 metric ton.  
**Chloral hydrate:** 50-kg lots £1.00 kg.  
**Chloroxylenol (PCMX):** BPC in 50-kg lots £2.39 kg.  
**Choline:** (500-kg lots) bitartrate £1.99 kg; dihydrogen citrate £1.50.  
**Cinchocaine hydrochloride:** £52.00 kg.  
**Clioquinol:** USP XVIII, 500-kg lots £9.88 kg.  
**Dapsone:** £4.00 to £6.00 per kg.  
**Magnesium carbonate:** BP per 1,000 kg; heavy from £384-£400; light £305.  
**Magnesium hydroxide:** (metric ton) BPC light £880; 28 per cent paste £340.  
**Magnesium oxide:** BP per 1,000 kg heavy £1,185; light £880.  
**Magnesium sulphate:** (ex works, per metric ton) BP from £75.00 metric ton; commercial £64.00; eisicatted £196.40.  
**Magnesium trisilicate:** £528 metric ton.  
**Sodium perborate:** (per 1,000 kg)—monohydrate £352; tetrahydrate £207.  
**Sodium sulphate:** BP crystals per metric ton £77.95; commercial £31.00.

### Crude drugs

**Balsams:** (kg) Canada: £18.00 afloat; £17.50, cif. **Copaiba:** BPC £1.80 spot; £1.70, cif. **Peru:** £6.80 spot; £5.40, cif. **Tolu:** £3.40 spot.  
**Cherry bark:** Spot £510 metric ton; £500, cif.  
**Cloves:** (per ton, cif) Madagascar £2,650; Zanzibar £3,300.  
**Ginger:** (ton, cif) Cochin £490; Jamaican No. 3, £720; Sierra Leone not quoted; Nigerian split £490; peeled £640 (spot); £600, cif.  
**Gums:** *Acacia*, Kordofan, cleaned sorts \$1,500, fob, metric ton. *Karaya* No. 2 faq £480 metric ton, spot. *Tragacanth* No. 1 £525 spot per 50 kg.  
**Hydrastis:** £8.40 kg spot; £8.15, cif.  
**Nutmeg:** (ton) East Indian 80's £1,450; bwp £940 spot; £930, cif; West Indian 80's £1,560, unassorted £1,510, cif; defectives £930.  
**Nux Vomica:** £210 metric ton spot.  
**Pepper:** (ton) Sarawak black £720 spot; £670.  
**Pimento:** (ton) Shipment \$ (Jamaican) 2,500 fob.  
**Podophyllum:** Root £420 metric ton, cif.  
**Quillaja:** £1,300 metric ton spot; £1,280, cif.  
**Rhubarb:** Chinese rounds 60% pinky £1.40 kg.  
**Saffron:** Mancha superior £130 per kg.  
**Sarsaparilla:** £1.25 kg spot.

### Essential oils

**Cinnamon:** Ceylon leaf £2.50 kg spot; £2.00, cif.  
**Citronella:** Ceylon £1.35 kg spot; £1.00, cif.  
**Peppermint:** (kg) Arvensis Brazilian £3.60 spot; £3.30, cif. Chinese £4.50, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press but it should be noted that in the present state of the markets quotations change frequently.

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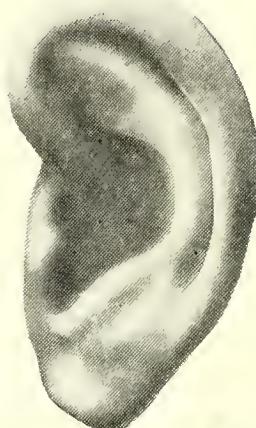


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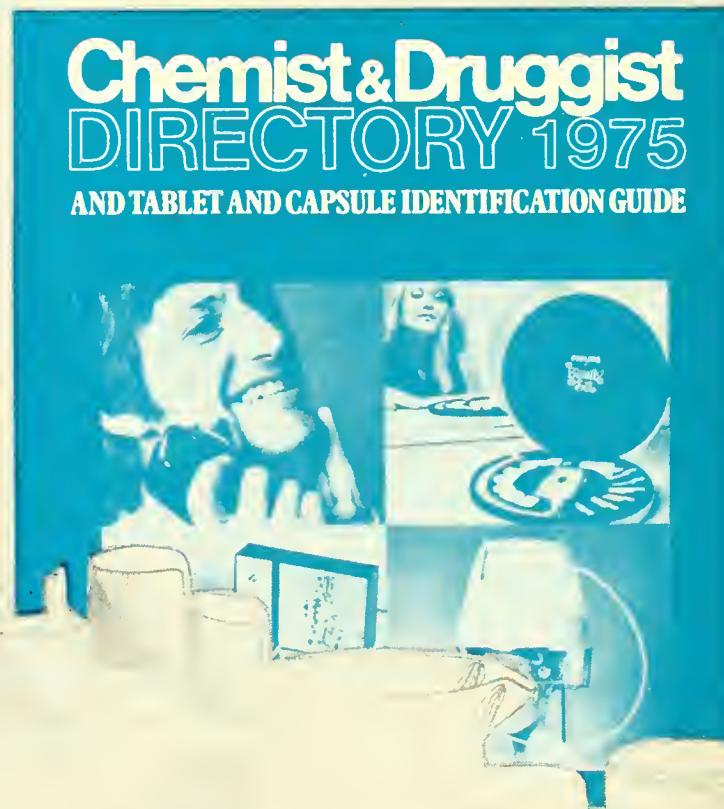
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